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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 27, 2013 at 1:00 p.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	08/01/2013

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member (1:15 p.m. – 2:59 p.m.)
Tammy Reagan, Sussex County, Professional Member (1:24 p.m. – 2:59 p.m.)
Tim Riale, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member (1:00 p.m. – 2:00 p.m.)
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Sandra Wagner, Administrative Specialist III
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Barbara Brodoway, New Castle County, Public Member

ALSO PRESENT

Michael Harrington, Sr., Delaware Real Estate Commission
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Benson called the meeting to order at 1:11 p.m.

REVIEW OF MINUTES

Ms. Reagan moved, seconded by Mr. Rushe, to approve the June 6, 2013 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Danielle Benson

Ms. Benson advised the Committee that the Commission approved the recommendations stemming from the negative instructor evaluation of Philip McGinnis.

Discussion Regarding Potential Topics for Annual Seminar

Mr. Harrington addressed the Committee, regarding the Annual Seminar. The Commission has requested that the Committee develop potential topics for the 2013 Annual Seminar. The Committee discussed several potential topics for the Annual Seminar. The following topics and presenters were suggested by the Committee for the Commission's approval:

- Proposed Changes to DNREC Regulations – Suggested Presenters: David Small, DNREC and Bruce Plummer
- Social Media – Suggested Presenter: Gene Millman
- Navigating the Delaware Real Estate Commission's Website – Suggested Presenter: Doug Doyle
- Overview of Education Modules – Suggested Presenter: Doug Doyle

Ms. Williams will contact the potential speakers regarding their availability and forward the information to Ms. Wagner.

Discussion Regarding Module 7 Fulfillments

Mr. Burns suggested that a licensee who completed two different mandatory modules should be able to use one of the modules as Module 7 (Electives) without submitting a request to the Committee. Mr. Burns voiced his concerns with regard to students having to submit continuing education requests, believing that the Committee will stifle out the opportunities for licensees to acquire enhanced continuing education. He also believes that there is nothing to prevent the Committee from approving modules 1 – 6 as electives. Mr. Doyle moved, seconded by Ms. Reagan, to require that students submit continuing education requests, pursuant to the Education Guidelines. Motion carried with Mr. Burns and Ms. Klimowicz opposing.

Review Draft Correspondence to Delaware School of Real Estate as Follow-up to Previous Negative Course Evaluations

The Committee reviewed the proposed draft correspondence to the Delaware School of Real Estate. Mr. Doyle moved, seconded by Mr. Riale, to approve the correspondence as written and for the letter to be sent to Sal Sedita's attention. Motion unanimously carried.

Mr. Sedita addressed the Board, stating that he is glad the Commission is being active in regards negative course/instructor evaluations, although he is sad that the negative course evaluation came from his school.

Review Draft Correspondence to Course Providers Regarding Random Audits

The Committee reviewed the proposed correspondence which would be sent to course providers requesting that a schedule of their classes (including date, time and location) be sent to the Committee, on a monthly basis, at least 60 days in advance of courses being held to ensure that the educational requirements are being met. Ms. Reagan moved, seconded by Mr. Burns, to approve the correspondence to be sent course providers. Motion unanimously carried.

UNFINISHED BUSINESS

Review Previously Tabled Instructor Application for Deirdre McCartney

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval for the previously tabled instructor application for Deirdre McCartney. Motion unanimously carried.

Review Previously Tabled Course Provider Application from Sussex County Association of Realtors

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval for the previously tabled course provider application for Sussex County Association of Realtors. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Maryland Association of Realtors

Course Title: Dissecting the Commercial Lease

Approved for Module 6 or 7

Credit Hours: 3.0

Module: 6 or 7

Course Provider: McKissock, LP

Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges

**Approved for
Module 6 or 7**

Credit Hours: 3.0

Module: 6 or 7

Course Provider: Sussex County Association of Realtors

Course Title: 1031 Tax Deferred Exchanges

Approved for Module 6 or 7

Credit Hours: 3.0

Module: 6 or 7

Course Title: NAR Ethics

Approved

Credit Hours: 3.0

Module(s): New Licensee Module 1 & Continuing Education Module 2

Course Provider: Long & Foster Institute of Real Estate

Course Title: Seller Representation & Contracts

Approved for Continuing Education Module 3 Only

Credit Hours: 3.0

Module(s): Module 3

Course Title: Helping Seller Clients Make Better Decisions

Approved

Credit Hours: 3.0

Module: 7

Course Title: Ethics, Practically Speaking

Approved

Credit Hours: 3.0

Module(s): New Licensee Module 1 & Continuing Education Module 2

Course Title: Buyer Representation & Contracts **Approved for Continuing Education Module 3 Only**
Credit Hours: 3.0
Module(s): Continuing Education Module 3

Course Title: Ultimate Real Estate Professionalism
Credit Hours: 3.0
Module(s): New Licensee Module 4 & Continuing Education Module 7 **Approved New Licensee Module 4 and Continuing Education Module 7 Only**

Course Provider: Delaware Association of Realtors
Course Title: Understanding the Agreement of Sale **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Residential Leasing **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Closing Techniques that Open the Door to Success **Approved**
Credit Hours: 3.0
Module: 7

Review of Instructor Applications

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

James Pezzulla **Denied – Leasing Laws Differ by Jurisdictions**
Continuing Education: Module 7 – Dissecting Commercial Leases

Walter Clements **Approved**
Continuing Education: Module 7 – Lease Vs. Own with GAAP Acctg. Reg.

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Real Estate Investment

Noelle Barbone **Approved**
Continuing Education: Module 7 – Qualifying a Seller to Sell

Dominic Cardone **Approved**
Continuing Education: Module 7 – ABR, Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms

Jules Falcone **Approved for Module 7 Only, Not Module 6 as Requested**
Continuing Education: Module 7 – RE Construction; Home Inspections; Anatomy of a House

Richard Heller **Approved**
Continuing Education: Module 7 – Real Estate Law; Taxation of Real Estate

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Carol Martin **Approved**

Continuing Education: Module 6; Module 7 – Accredited Luxury Home Specialist (ALHS)

Margaret McDonnell **Approved**

Continuing Education: Module 7 – Section 1031 Tax-Deferred Exchanges

Patricia Moyer **Approved**

Continuing Education: Module 6; Module 7 – Professional Enhancement; Green 100; Green 200, Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing & Building Green

Michael Perry **Approved**

Continuing Education: Module 6; Module 7 – Agency Relationships; Property Management; ABR; SRES; Mortgage Fund; Short Sales

Cecil Van Harden **Approved for Modules 2 & 7 Only, Not Modules 1,3,4,5 & 6 as Requested**

Continuing Education: Module 2; Module 7 – Qualifying Buyer and Property; Community Ethics; Bad Loans – Predatory & Fraud

Kennen Cohen **Approved**

Continuing Education: Module 7 – The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges

James Butler Sr. **Approved**

Continuing Education: Module 7 – How to Sell FHA Foreclosures

Review of Student Requests for Approval of Continuing Education Activities

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Linda Hallbrook **Approved**

Course Title: NAR Ethics

Course Provider: 3.0

Credit Hours: 3.0

Module: New Licensee Module 1

Student Name: George W. Hobbs **Approved**

Course Title: Legislative Issues

Course Provider: New Castle County Board of Realtors

Credit Hours: 3.0

Module: 7

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

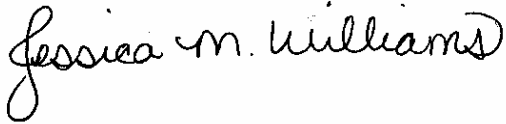
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, August 1, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Riale moved, seconded by Mr. Burns, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 2:59 p.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II